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ESTS Group

The Jacobs-Qualis Relationship: A Journey that Began with NASA Marshall Space Flight Center

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Approach

- Introduction to Jacobs Technology and Qualis Corporation
- Highlights of our Mentor-Protégé relationship
- What this relationship has meant to us
- Why it has been successful
- Lessons learned

The Story Begins with NASA

- **Jacobs selected Qualis as a teammate on the NASA Marshall Space Flight Center (MSFC) ESTS contract**
- **Program provided structure, goals, roadmap, and metrics for performance, customer satisfaction, and company growth**

The NASA Mentor-Protégé Program has enabled a long and mutually-beneficial relationship between Qualis and Jacobs and sustained excellent performance for NASA.

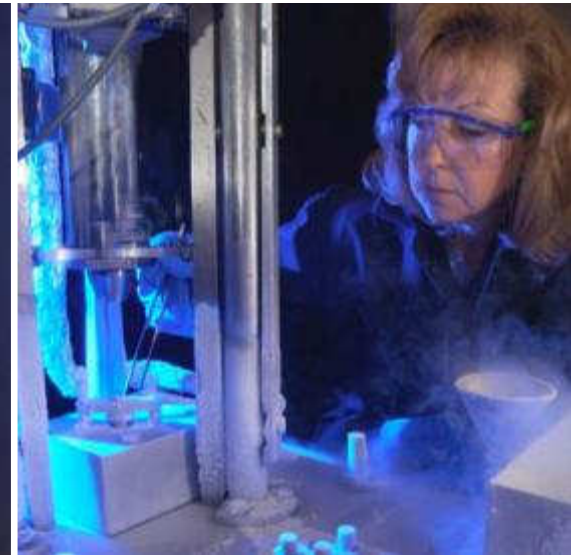
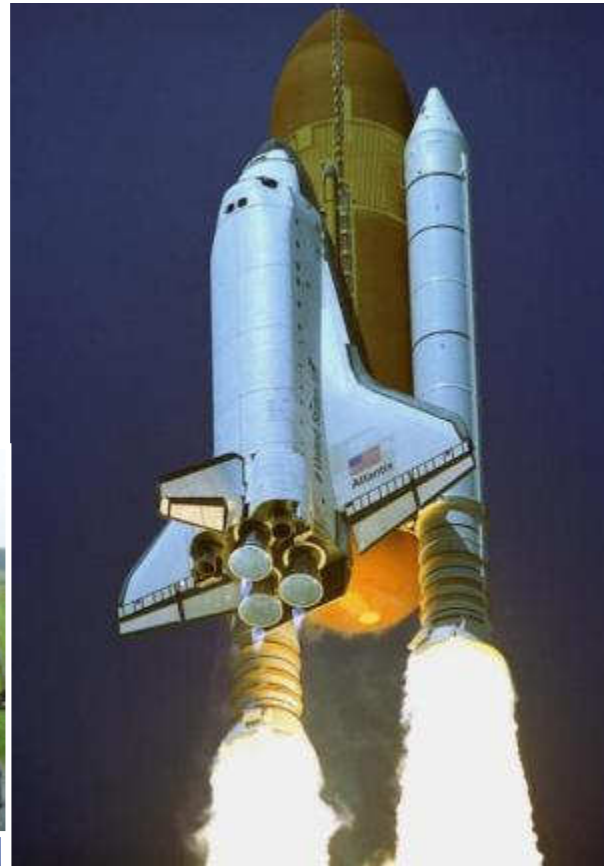
Jacobs Overview

- **Jacobs Engineering**
 - Engineering, Design/build, Construction
 - Buildings & Infrastructure
 - Consumer & Forest Products
 - Environmental Programs
 - Oil & Gas/Refinery
 - Pharmaceuticals & Biotechnology
- **Jacobs Technology**
 - Design, Build, Operate Test Facilities
 - Test and Evaluation Engineering
 - Enterprise Information Services
 - Scientific, Engineering, Technical Services
- **ESTS Group**
 - Ares Program Engineering and Program Office Support
 - Science, Space Station, Shuttle



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Exceeding Your Expectations



- Systems Engineering
- Test and Evaluation
- Acquisition and Program Management



Our Mentor-Protégé Agreement

- Intended to:
 - *Strengthen capabilities*
 - *Enhance performance of both companies in their support to NASA*
 - Provide opportunities for cooperative efforts on other NASA, DoD, and commercial contracts
- Period of performance of three years with an extension for three additional years

Fundamental Principles

- Executive management of each company is firmly committed to the success of the arrangement
- Each company brings value to the relationship
- The priority for each company is assuring sustained excellence for NASA

Mentoring Focus Areas

- **Business infrastructure enhancement**
- **Targeted advanced technical training**
- **Business development and marketing**

How Do We Measure Success?

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Qualis: The First 15 Years

▲ Qualis Formed



Qualis receives 2005 SBA
Administrator's Award for Excellence

▲ Selected as Jacobs Subcontractor on NASA MSFC ESTS

▲ NASA M-P Agreement

▲ Received NASA Goldin-Stokes Award with Jacobs

Named by *Inc.*
Magazine as one of
the fastest growing
privately-held US
companies

Named SBA Region IV
Subcontractor of the Year

Named finalist for
MSFC Contractor
Excellence Award

Received SBA Administrator's Award for Excellence

1993

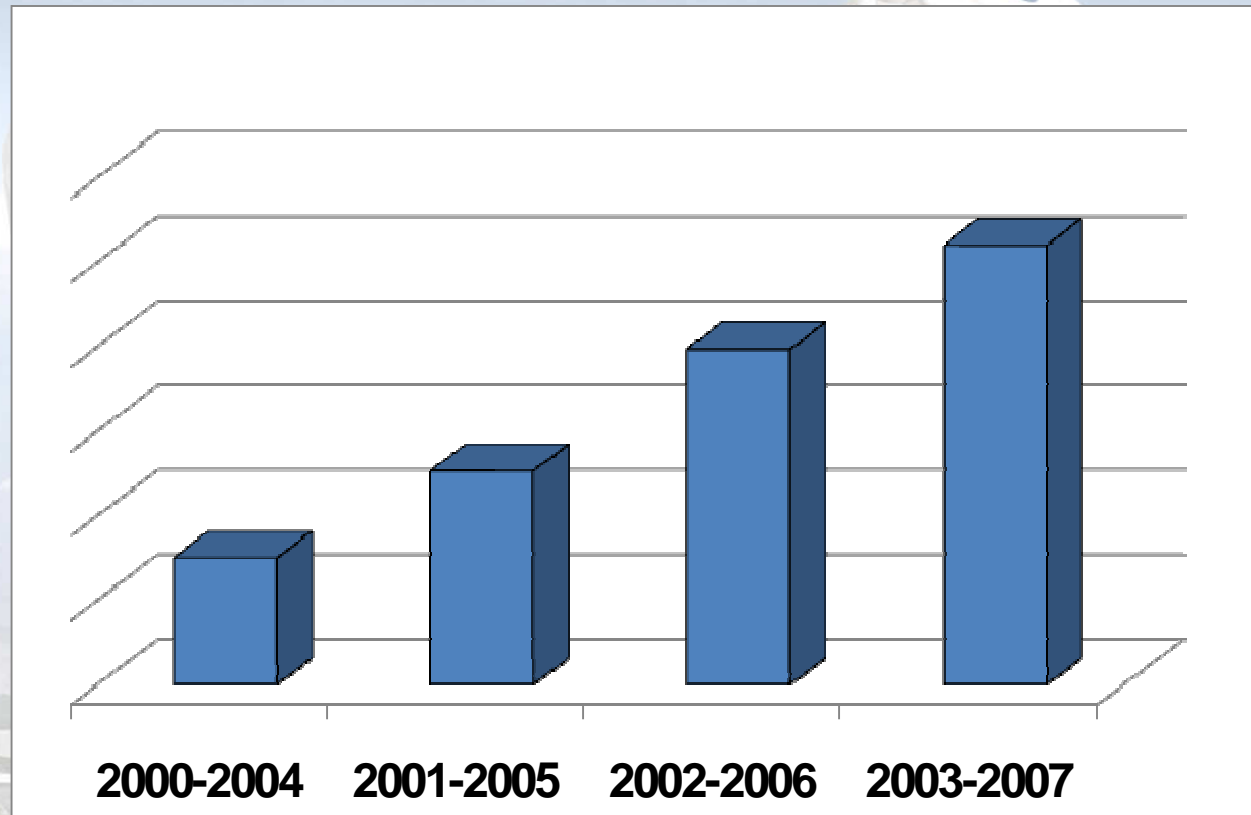
2000

2008

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Qualis 5-Year Growth Trend



Average growth over 7 years is ~ 400%

Benefit to Qualis

- Achieve ISO 9001:2000 training and certification on ESTS contract
- Implemented enhanced cost estimating system
- Expanded business base through other Jacobs subcontracting opportunities

Benefit to Jacobs

- **High-performing, small business partner**
 - Integrated, closely aligned teammate
 - Understands our business requirements
 - Strong technical partner
 - Comparable Corporate philosophy
 - Responsive/reliable
 - Fulfills management, technical, SB requirements
 - Strong past performance

Significant Partnering

Jacobs/Qualis Contract Wins

- US Army Program Executive Office for Ground Combat Systems - 2004
- NASA MSFC ESTS Rebid– 2005
- US Air Force Design and Engineering Support Program - Ogden Air Logistics Center, Hill AFB, Utah – 2005
- US Air Force Testing, Engineering, and Acquisition Support - Eglin Air Force Base – 2007

Qualis /Jacobs Contract Win

- DoD Robotics Systems Joint Project Office for Technical Management and Logistics Support - 2007

Qualis Corporate Reachback

- NASA JSC Engineering Support Contract - Expert chemist to resolve safety and safety management issues

Qualis ESTS Performance

- Sustained excellent performance for Jacobs and NASA MSFC for nine years
- More than 392,000 hours without a lost time accident
- Workshare has increased 322% since 1/05
- Number of task leads has increased 300% since 1/05
- Qualis employee is the Contracting Officer's Technical Representative (COTR) for the \$80M Ares avionics contract to Lockheed Martin
- Potential co-patent holder with NASA on the Marshall Enriched Storable Oxidizer (MESO)



What Made Our Mentor-Protégé Relationship Successful?

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Keys to Success

- **Jacobs mentoring capabilities**
 - Committed
 - Resourceful
 - Encouraging and patient
- **Baseline capability of Qualis**
- **Clearly-defined, mutually-agreed upon expectations**
- **A shared commitment to excellence for NASA**

Lessons Learned

- Full commitment by both parties
- Realistic/achievable goals and objectives
- Approach to achieving the goals
 - Incremental
 - Well-defined
 - Measurable

Lessons Learned

- Both parties must be patient
- Both parties must trust in each other
- Partnering with NASA and respecting NASA's process and requirements are essential

NASA Marshall Small Business 2008 Excellence Awards



- MSFC Prime Contractor
- MSFC Subcontractor

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NASA Mentor-Protégé Program: It worked for us!

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